

COMPUTER IMPLEMENTED SYSTEM AND PROCESS PROVIDING A
FRAMEWORK FOR NEGOTIATION AND TRACKING OF SALE OF GOODS

ABSTRACT OF THE DISCLOSURE

5 A computer implemented system and process are
provided for negotiation and tracking of sale of goods.
In this system and process, a negotiation engine (16)
operates to store data representing a current state (18)
of a negotiation between a seller and a buyer. The
10 negotiation engine (16) stores the data within a
framework for representing aspects of the negotiation
between the seller and a buyer. The framework includes a
request object, a promise object and an acceptance object
that can store a current description of a contract. The
15 framework also includes a set of one or more delivery
deals determined by the contract. Each delivery deal can
have a delivery request object, a delivery promise
object, and a delivery acceptance object that can store
associated item deals and time periods for delivery of
20 item deals. Each item deal can have an item request
object, an item promise object and an item acceptance
object that can store individual sales-order line-items.
The negotiation engine (16) thereby allows a user to
monitor the current state of the negotiation over a range
25 of prices, a range of dates, ranges of quantities of a
set of goods, and a range of configurations of the goods
in the set.